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SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

NATIONAL RECONNAISSANCE OFFICE

100G EE Competitive Range Briefing to the Source Selection Authority

22 July 2014

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Approved for Release: 2019/08/21 C05108268

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Agenda

- Acquisition Requirement and Process
- Schedule
- Offeror Evaluations
- Recommendation





Acquisition Requirement

- This acquisition encompasses the design, development, fabrication, test and documentation of a 100G Ethernet Encryptor (100G EE) to support NRO encryption requirements.
- Key elements (factors) of the source selection in the technical/management area:
 - Design Approach
 - Reliability, Availability & Maintainability
 - Capabilities & Experience
 - Program Management
- Key elements of the source selection in the cost area:
 - Realism; Reasonableness; and Completeness
- Other elements of the source selection are:
 - Past Performance
 - Security



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Source Selection Organization

Source Selection Authority Senior Contracting Officer, CO	MM
Contracting Officer	
Technical/Past Performance Management Technical/Management Chair Technical/Management Evaluator Technical/Management Evaluator	<u>nt Panel</u>
Business Panel Business Panel Chair/Contracting Officer Business Panel Evaluator Security Evaluator	



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Source Selection Organization

Advisors

Security Advisor
Technical Advisor
Technical Advisor
Data Rights Advisor
Technical Advisor
Technical Advisor
Technical Advisor
General Counsel
DCAA Auditor

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Ombudsman

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Source Selection Schedule

Milestone	Completion Date
Release Final RFP	29 Apr 14
Receive Technical, Past Perf. Proposals	2 Jun 14
Receive Cost Proposals	9 Jun 14
Proposal Evaluation & Consensus Complete	11 Jul 14
Competitive Range Briefing/Determination	22 Jul 14
Discussions Complete	12 Aug 14
Receive FPRs	27 Aug 14
Conduct SSA Award Recommendation Brief	16 Sep 14
Announce Contract Award	17 Sep 14
Conduct Debriefings	24 Sep 14
Execute Contract	14 Oct 14





Basis for Contract Award

The Government intends to award at least one contract (no more than two) resulting from this solicitation to the responsible Offeror whose offer, conforming to this solicitation, is judged to be <u>most advantageous</u> and of greatest value to the Government, price and other factors using the tradeoff process described in FAR 15.101.

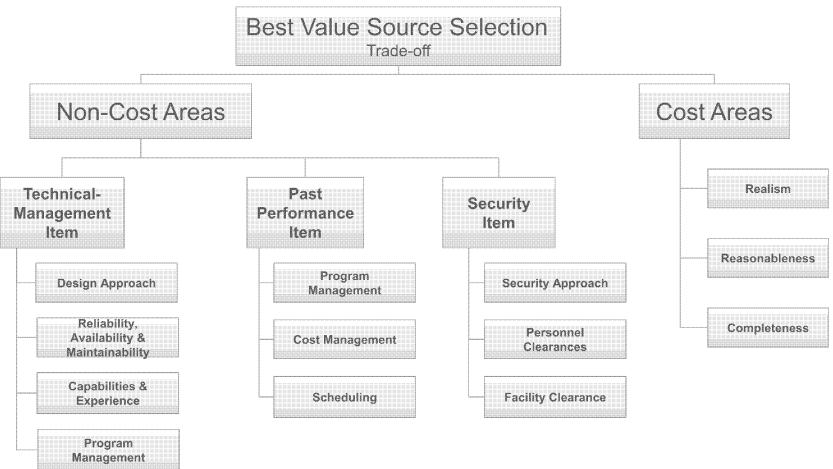
The Government will award the contract(s) without discussions unless the CO determines that discussions are necessary.

- The Non-Cost Area is **significantly more important** than the Cost Area.
 - The Non-Cost Area consists of three items: Technical/Management,
 Past Performance and Security. Technical/Management is <u>more</u>
 <u>important</u> than both Past Performance and Security. Past Performance
 and Security are of equal importance. Past Performance is a level of
 confidence. Security is pass/fail.

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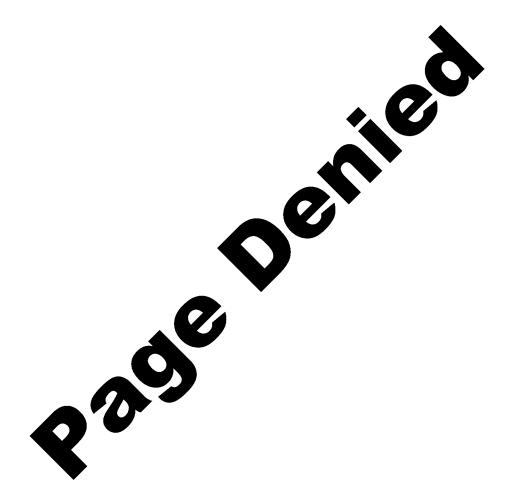
Evaluation Criteria



The Non-Cost Area consists of three items: Technical/Management, Past Performance and Security. Technical/Management is more important than both Past Performance and Security. Past Performance and Security are of equal importance. Past Performance is a level of confidence. Security is pass/fail.

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Cost Item (Not Rated/Scored)

Cost proposals were evaluated on the following factors: Realism; Reasonableness; and Completeness. The Most Probable Cost (MPC) will be used to adjust each Offeror's proposal in order to evaluate cost realism.

Realism

+ The Government will evaluate the cost proposal to determine the overall realism of the proposed technical and management approaches with respect to cost. Realism is evaluated by assessing the compatibility of the proposed costs with the proposed scope and effort. Cost realism, or the lack thereof, shall enter into the Government's assessment of the measure of understanding possessed by each Offeror.





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Cost Item (Not Rated/Scored) cont.

Realism, cont.

+ Cost realism includes the validity of the cost as proposed by each Offeror, meaning the degree of the Government's confidence in the Offeror's ability to perform at or within the proposal's estimated cost. Part of this confidence will be assessed by a Government price analysis of MPC, which will be based on both the Offeror's proposal and evaluation of the proposal by the evaluation panel. The MPC estimate will be used to adjust each Offeror's proposal in order to evaluate cost realism.





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Cost Item (Not Rated/Scored) cont.

Reasonableness

+ The Government will evaluate the cost proposal for reasonable cost elements. Proposed rates and factors will be verified. The Government evaluation will assess how well the proposal supports elements of cost, work hours, loading factors, and rates over the contract life. Reasonableness is evaluated by assessing the acceptability of the Offeror's methodology used in developing the cost estimates.

Completeness

+ The Government will evaluate the cost proposal for completeness by assessing the responsiveness of the Offeror in providing cost data for all RFP requirements and items in the SOW and assessing their traceability and consistency.

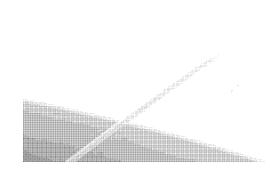


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Offerors

ViaSat



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(b)(3) (b)(4)



Evaluation Summary

EVALUATION CRITERIA	
Technical/Management	
Item	
1.0 Design Approach	
2.0 Reliability, Availability, and Maintainability	
3.0 Capabilities and Experience	
4.0 Program Management	
Past Performance Item	
Security Item	
Contract Definitization	
Proposed Cost	
Most Probable Cost	

(b)(3) (b)(4) (b)(5)



Proposal Summary

(b)(3) (b)(4)

> (b)(4) (b)(5) (b)(3)

EVALUATION CRITERIA						
Technical /Management						
Item						
Design Approach						
Reliability, Availability,						
and Maintainability						
Capabilities and						
Experience						
Program Management						
Past Performance Item						
Security Item						
Contract Definitization						
Proposed Cost						
Most Probable Cost						

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(b)(3) (b)(4)

Technical Evaluation Results

Factor 1: Design Approach (SOW 3.3 - 3.10)

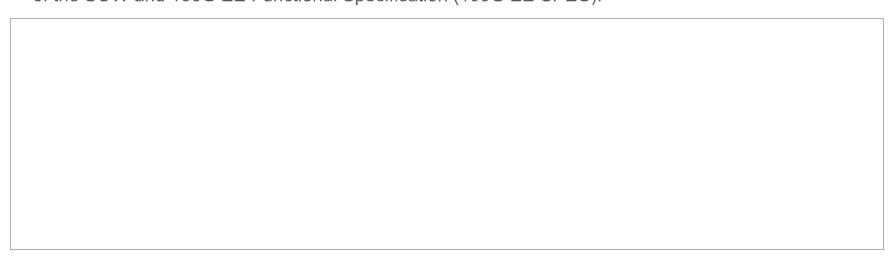
Rating:

(b)(5) (b)(3)

This factor evaluates the suitability of Offeror's approach to perform the work required. It considers the overall completeness of the proposed work plan as well as the Offeror's demonstrated understanding of the SOW and 100G EE Functional Specification (100G EE SPEC).

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Evaluation

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Technical Evaluation Results

Design Approach (SOW 3.3 - 3.10) Factor 1:

Rating:

(b)(5)

(b)(3)

dard 6: lectual pperty	Intelle	ndard 5: elopment hedule	De	Standard 4: Future Upgrades/ Enhancements	Standard 3 : Development Approach	Standard 2 : High-Speed Design	Standard 1 : Unit Architecture	
		,	•					



Evaluation

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Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard

The standard is met when the Offeror's proposal presents a data, management and control plane architecture and implementation approach that meets the 100G EE functional and environmental requirements as defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.

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(b)(3) (b)(4)

Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard (cont.)

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(b)(4)



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Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Future Upgrades/Enhancements Standard

The standard is met when the Offeror's proposal presents a security architecture and implementation approach that supports full ESS Version 1.0 functionality as defined in the 100G EE SPEC, with only firmware and software upgrades as required by the SOW, Section 3.

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Evaluation

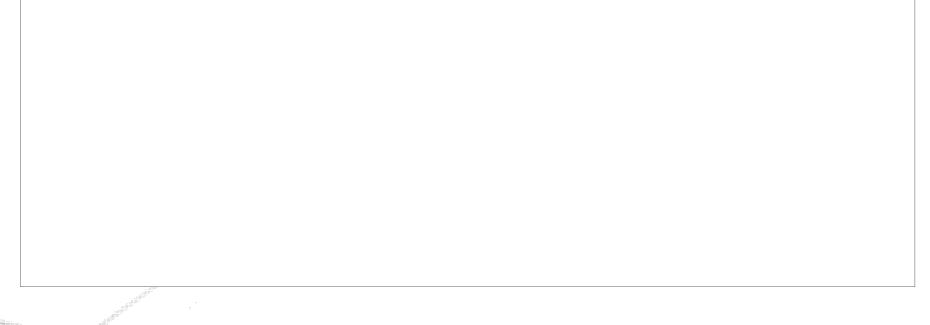
(b)(3)(b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Development Schedule Standard

The standard is met when the Offeror's proposal presents a complete, reasonably detailed and efficient development schedule meeting the requirements in the SOW Sections 3 & 4, that identifies key milestones, critical path, and any critical interdependencies. If the Offeror's proposed schedule provides sufficient detail and justification for early unit deliveries the standard may be positively impacted. If the Offeror's proposed schedule provides insufficient detail or late unit deliveries the standard may be negatively impacted.

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Evaluation

(b)(3) (b)(4)

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(b)(3) (b)(4) (b)(5)

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.	





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Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard (cont.)

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

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(b)(3)

(b)(4)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

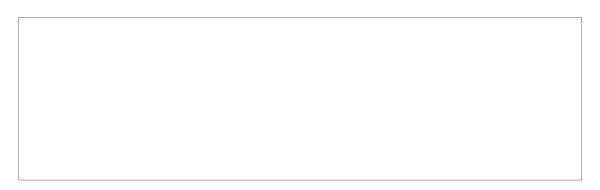
Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating:

(b)(5) (b)(3)

This factor evaluates the Offeror's process for ensuring the equipment developed will meet the Government's RAM requirements as articulated in the SOW and 100G EE SPEC.



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(b)(4)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating

Standard 1: Reliability and Availability

Standard 2: Maintainability

(b)(3) (b)(5)





> (b)(3)(b)(4)

Evaluation

Technical Evaluation Results – Factor 2, Reliability, Availability and Maintainability Reliability and Availability Standard

The standard is met when the Offeror's proposal presents an approach to ensure high reliability and high availability in accordance with the requirements of the SOW, Section 3 and the 100G EE SPEC.

> (b)(3)(b)(4)





Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 2, Reliability, Availability and Maintainability

Maintainability Standard

The standard is met when the Offeror's proposal presents a maintainability approach for equipment repair and software and firmware upgrades that satisfies the requirements of the SOW, Section 3 and the 100G EE SPEC.

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(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating:

of

This factor evaluates the Offeror's capability to perform the development, test, and fabrication tasks of high-speed cryptography as outlined in the SOW. It considers the Offeror's corporate capabilities and experience.

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(b)(3)

(b)(5)

(b)(4)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating:

(b)(3)

(b)(5)

	Standard 1 : Corporate Capabilities	Standard 2: Corporate NSA Certification Experience	
1			

31



Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 3, Capabilities and Experience

Corporate Capabilities Standard

The standard is met when the Offeror's proposal demonstrates proven processes and capabilities for developing high assurance security hardware/software that leverages existing libraries and internally developed or 3rd party intellectual property (IP), to meet the requirements of the SOW Sections 3 & 4.

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(b)(3) (b)(4)

Technical Evaluation Results

Factor 4: Program Management

(SOW 3<u>.1 - 3.2)</u>

Rating:

(b)(5) (b)(3)

This factor evaluates the Offeror's program management approach for ensuring that tasks required for key milestones and the critical path are successfully accomplished within the proposed schedule and budget.

(b)(4) (b)(5)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

Standard 1 : Project Management	Standard 2 : Risk Management	

(b)(5) (b)(3)

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> (b)(3)(b)(4)

Evaluation

Past Performance Evaluation Results

(b)(3)

(b)(4) (b)(5)

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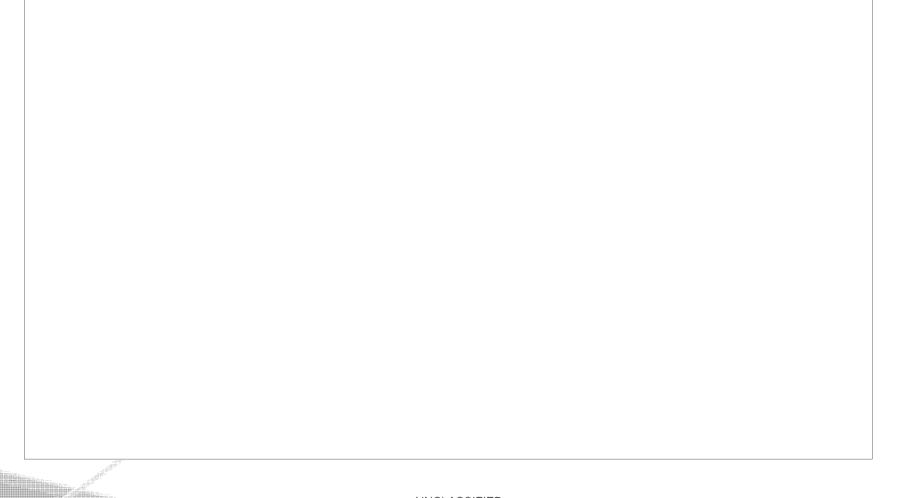
Evaluation

(b)(3)(b)(4)

Past Performance Evaluation Results

(b)(3)

(b)(4) (b)(5)





Evaluation

(b)(3)(b)(4)

Past Performance Evaluation Results

(b)(3)

(b)(4) (b)(5)

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Evaluation

(b)(3)(b)(4)

Security Evaluation Results:

Based on the information contained in the proposal, a rating of is assigned

(b)(5)

(b)(3)

(b)(3)(b)(5)

(b)(4)

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Evaluation

(b)(3)(b)(4)

Cost Evaluation Summary

ELEMENT	PROPOSED	MPC
Labor Hours*		
Prime Labor Costs (D/L, Fringe, OH, Facilities)		
Subcontractor and IC Labor Costs		
ODCs + Travel		
M&S (Subcontractor Handling)		
G&A		
Total Cost (0001 & 0002)		
Incentive Fee (0001 & 0002)		
Total CPIF		
FFP (0003)		
Total		

* Labor Hours by CLIN: 0001 0002 = 0003 = (b)(4)(b)(3)





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Evaluation

(b)(3)

(b)(4)

(b)(3)

Cost Evaluation Results (b)(4) (b)(5)

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(b)(3)
(b)(4)

(b)(3) (b)(4) (b)(5)

Evaluation

MPC Development

Based on the BOE analysis:





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Evaluation

(b)(3) (b)(4)

Contract Definitization Panel Report Summary

(b)(5) (b)(3)





Proposal Summary

(b)(3) (b)(4)

(b)(3)

(b)(4) (b)(5)

EVALUATION CRITERIA			
Technical /Management			
Item			
Design Approach			
Reliability, Availability,			
and Maintainability			
Capabilities and			
Experience			
Program Management			
Past Performance Item			
Security Item			
Contract Definitization			
Proposed Cost			

Most Probable Cost

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(b)(3) (b)(4)

Technical Evaluation Results

Factor 1: Design Approa	ach (SOW 3.3 - 3.10)
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Rating:

(b)(5) (b)(3)

This factor evaluates the suitability of Offeror's approach to perform the work required. It considers the overall completeness of the proposed work plan as well as the Offeror's demonstrated understanding of the SOW and 100G EE Functional Specification (100G EE SPEC).

(b)(4) (b)(5)

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Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 1: Design Approach (SOW 3.3 - 3.10)

Rating:

Standard 1 : Unit Architecture	Standard 2 : High-Speed Design	Standard 3 : Development Approach	Standard 4: Future Upgrades/ Enhancements	Standard 5: Development Schedule	Standard 6: Intellectual Property
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(b)(5) (b)(3)

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(b)(3) (b)(4)

Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard

The standard is met when the Offeror's proposal presents a data, management and control plane architecture and implementation approach that meets the 100G EE functional and environmental requirements as defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.

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(b)(3) (b)(4)

Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard (cont.)

(b)(3) (b)(4)

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(b)(3) (b)(4)

Evaluation

Technical Evaluation Results – Factor 1, Design Approach, High-Speed Design Standard

The standard is met when the Offeror's proposal describes an approach for high-speed circuit board and logic design that includes risk reduction methodologies appropriate for the risk of the proposed design to meet the requirements defined in the SOW, Section 3, and the 100G EE SPEC Section 3.

(b)(3) (b)(4)





(b)(3) (b)(4)

Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Development Schedule Standard

The standard is met when the Offeror's proposal presents a complete, reasonably detailed and efficient development schedule meeting the requirements in the SOW Sections 3 & 4, that identifies key milestones, critical path, and any critical interdependencies. If the Offeror's proposed schedule provides sufficient detail and justification for early unit deliveries the standard may be positively impacted. If the Offeror's proposed schedule provides insufficient detail or late unit deliveries the standard may be negatively impacted.

(b)(4) (b)(5)

(b)(5)

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Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

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(b)(4)



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Evaluation (b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard (cont.)

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

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(b)(3)

(b)(4)



Evaluation (b)(3) (b)(4)

Technical Evaluation Results

Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating:

(b)(5) (b)(3)

This factor evaluates the Offeror's process for ensuring the equipment developed will meet the Government's RAM requirements as articulated in the SOW and 100G EE SPEC.

(b)(3)

(b)(4)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating:

(b)(3) (b)(5)

Standard 1: Reliability and Availability

Standard 2: Maintainability





Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 2, Reliability, Availability and Maintainability Reliability and Availability Standard

The standard is met when the Offeror's proposal presents an approach to ensure high reliability and high availability in accordance with the requirements of the SOW, Section 3 and the 100G EE SPEC.

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Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 2, Reliability, Availability and Maintainability

Maintainability Standard

The standard is met when the Offeror's proposal presents a maintainability approach for equipment repair and software and firmware upgrades that satisfies the requirements of the SOW, Section 3 and the 100G EE SPEC.

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(b)(3)



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Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

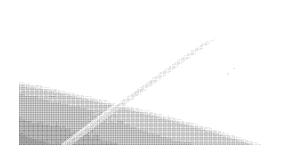
Rating:

This factor evaluates the Offeror's capability to perform the development, test, and fabrication tasks of high-speed cryptography as outlined in the SOW. It considers the Offeror's corporate capabilities and experience.

(b)(3) (b)(5)

> (b)(5) (b)(4)

(b)(3)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating

(b)(3) (b)(5)

Standard 1:
Corporate Capabilities
Certification
Experience

57



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(b)(3)
(b)(4)

Evaluation

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

(b)(5)

(b)(3)

This factor evaluates the Offeror's program management approach for ensuring that tasks required for key milestones and the critical path are successfully accomplished within the proposed schedule and budget.







Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

(b)(3) (b)(5)

Standard 1 : Project Management	Standard 2 : Risk Management	

59



Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 4, Program Management

Risk Management Standard

The standard is met when the Offeror's proposal presents a plan for managing program, schedule, and cost risks, to meet the requirements of the SOW Section 3. The Offeror's plan should address important risks, proactive mitigation approaches, and an acceptable risk register and risk burn down plan.

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Evaluation

(b)(3)(b)(4)

Past Performance Evaluation Results

•	Offeror's claims independently verified via phone interview, questionnaire from
	project personnel

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(b)(5) (b)(6)

61



Evaluation

(b)(3)(b)(4)

Past Performance Evaluation Results

(b)(3)(b)(4)(b)(5) (b)(6)



Evaluation (b)(3) (b)(4)

Lvaraation

Past Performance Evaluation Results

Overall Rating	
The Offeror's past performance information gives the Gov't satisfactory confidence in their	ability
to successfully manage an effort of similar size, scope, and complexity.	

63

(b)(5) (b)(3)



Evaluation

(b)(3) (b)(4)

Security Evaluation Results:

Based on the information contained in the proposal, is assigned

(b)(5) (b)(3)

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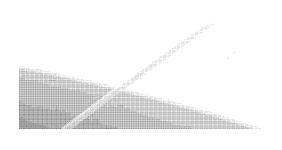


Evaluation

(b)(3) (b)(4)

Security Evaluation Results, cont.:

(b)(3) (b)(4) (b)(5) (b)(6)





Evaluation

(b)(3)(b)(4)

Cost Evaluation Summary

ELEMENT	PROPOSED	MPC
Labor Hours*		
Prime Labor Costs (D/L, Fringe, OH, Facilities)		
Subcontractor and IC Labor Costs		
ODCs + Travel		
M&S (Subcontractor Handling)		
G&A		
Total Cost		
Incentive Fee (0001 & 0002)		
Total CPIF		
FFP (0003)		
Total		

* Labor Hours by CLIN: 0001 = 0002 0003

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(b)(4)

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(b)(3) (b)(4)

Evaluation

Cost Evaluation Results

(b)(4) (b)(5) (b)(3)

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Evaluation

(b)(3) (b)(4)

MPC Development

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Based on the BOE analysis:

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> (b)(3)(b)(4)

Evaluation

Contract Definitization Panel Report Summary

The Offeror submitted the requested information in the Proposal Preparation Instructions with the exception of the following outlined in the Discussion Issues:

(b)(3)(b)(4)





Proposal Summary

(b)(3) (b)(4)

> (b)(3) (b)(4) (b)(5)

EVALUATION CRITERIA
Technical /Management
Item
Design Approach
Reliability, Availability,
and Maintainability
Capabilities and
Experience
Program Management
Past Performance Item
Security Item
Contract Definitization
Proposed Cost
Most Probable Cost

70



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 1: Design Approach (SOW 3.3 - 3.10)

Rating:

(b)(5)

(b)(3)

This factor evaluates the suitability of Offeror's approach to perform the work required. It considers the overall completeness of the proposed work plan as well as the Offeror's demonstrated understanding of the SOW and 100G EE Functional Specification (100G EE SPEC).

(b)(4) (b)(5)

(b)(3)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 1: Design Approach (SOW 3.3 - 3.10)

Rating:

	Standard 1 : Unit Architecture	Standard 2 : High-Speed Design	Standard 3 : Development Approach	Standard 4: Future Upgrades/ Enhancements	Standard 5: Development Schedule	Standard 6: Intellectual Property
	1				'	1
all	;					

(b)(5) (b)(3)



Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard

The standard is met when the Offeror's proposal presents a data, management and control plane architecture and implementation approach that meets the 100G EE functional and environmental requirements as defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.

(b)(3)

(b)(4)

(b)(5)



Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard (cont.)

(b)(5)

(b)(4)

(b)(3)



Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard (cont.)

(b)(3)

(b)(4)

(b)(5)

UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104

Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 1, Design Approach, High Speed Design

The standard is met when the Offeror's proposal describes an approach for high-speed circuit board and logic design that includes risk reduction methodologies appropriate for the risk of the proposed design to meet the requirements defined in the SOW, Section 3, and the 100G EE SPEC Section 3.

> (b)(4)(b)(5)

(b)(3)





UNCLASSIFIED SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104

Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Development Approach Standard

The standard is met when the Offeror's proposal presents an approach to meet requirements in the SOW Sections 3 & 4 for the development, integration, test and verification of the 100G EE architecture as decomposed between Register Transfer Level and software components utilizing appropriate industry best practices.

> (b)(4)(b)(5)

(b)(3)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Development Schedule Standard

The standard is met when the Offeror's proposal presents a complete, reasonably detailed and efficient development schedule meeting the requirements in the SOW Sections 3 & 4, that identifies key milestones, critical path, and any critical interdependencies. If the Offeror's proposed schedule provides sufficient detail and justification for early unit deliveries the standard may be positively impacted. If the Offeror's proposed schedule provides insufficient detail or late unit deliveries the standard may be negatively impacted.

(b)(3) (b)(4)

(b)(T

(b)(5)



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

(b)(3)

(b)(4) (b)(5)

(b)(3)

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard (cont.)

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

(b)(3)

(b)(3)

(b)(4)

(b)(5)

80



UNCLASSIFIED

SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104 Evaluation **Technical Evaluation Results** Reliability, Availability, and Maintainability (RAM) Factor 2: (SOW 3.3 - 3.10) Rating: This factor evaluates the Offeror's process for ensuring the equipment developed will meet the Government's RAM requirements as articulated in the SOW and 100G EE SPEC.

(b)(4)

(b)(3)

(b)(4)

(b)(3)

(b)(5)

(b)(5)





Evaluation

(b)(3)(b)(4)

Technical Evaluation Results

Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating:

Standard 1: Reliability and Availability

Standard 2: Maintainability

(b)(5)

(b)(3)





Evaluation

(b)(3)(b)(4)

Technical Evaluation Results – Factor 2, Reliability, Availability and Maintainability

Maintainability Standard

The standard is met when the Offeror's proposal presents a maintainability approach for equipment repair and software and firmware upgrades that satisfies the requirements of the SOW, Section 3 and the 100G EE SPEC.

> (b)(4)(b)(5)

(b)(3)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating:

(b)(5)

(b)(3)

This factor evaluates the Offeror's capability to perform the development, test, and fabrication tasks of high-speed cryptography as outlined in the SOW. It considers the Offeror's corporate capabilities and experience.

(b)(4) (b)(3)

(b)(5)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating:

Standard 1: Corporate NSA
Corporate Capabilities Experience

(b)(5) (b)(3)

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

Technical Evaluation Results – Factor 3, Capabilities and Experience

Corporate Capabilities Standard

The standard is met when the Offeror's proposal demonstrates proven processes and capabilities for developing high assurance security hardware/software that leverages existing libraries and internally developed or 3rd party intellectual property (IP), to meet the requirements of the SOW Sections 3 & 4.

(b)(3)

(b)(4)

(b)(5)

UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

(b)(5) (b)(3)

This factor evaluates the Offeror's program management approach for ensuring that tasks required for key milestones and the critical path are successfully accomplished within the proposed schedule and budget.

(b)(5) (b)(4)

(b)(3)





Evaluation

(b)(3) (b)(4)

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

Standard 1 : Project Management	Standard 2 : Risk Management

(b)(3)

(b)(5)

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104

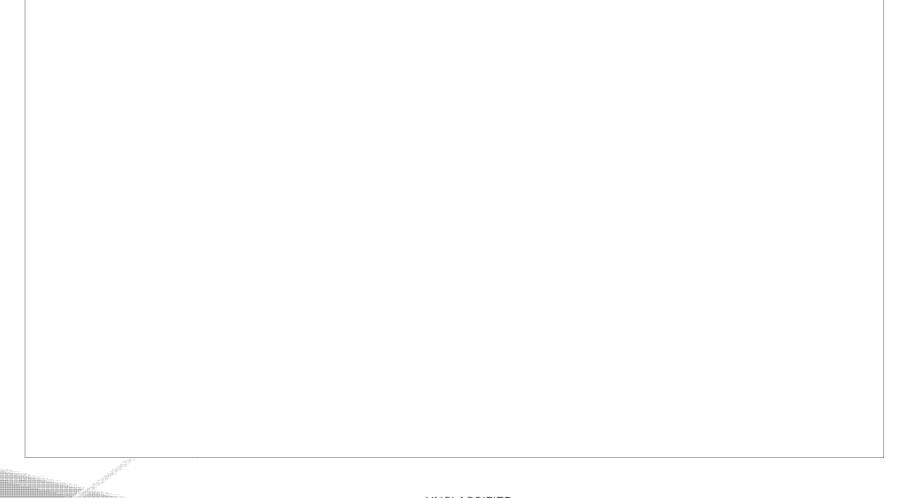
Evaluation

(b)(3)(b)(4)

Past Performance Evaluation Results

(b)(3)(b)(4)

(b)(6)





Evaluation

(b)(3) (b)(4)

Past Performance Evaluation Results

(b)(3) (b)(4)

(b)(6)

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

> (b)(3) (b)(5)

(b)(3)

(b)(4) (b)(5)

Past Performance Evaluation Results

Overall Rating:
The Offeror's past performance information gives the Gov't satisfactory confidence in their ability to successfully manage an effort of similar size, scope, and complexity.
to successiony manage an enort of similar size, scope, and complexity.





Evaluation

(b)(3) (b)(4)

> (b)(5) (b)(3)

(b)(3) (b)(4) (b)(5) (b)(6)

Security Evaluation Results:

Based on the information contained in the proposal, a rating is assigned	

92



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

		V	a		U	a	L		0	ľ	1
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(b)(3) (b)(4)

> (b)(5) (b)(3)

(b)(4) (b)(5) (b)(3)

Security Evaluation Results, cont.:

•	Clo	osed Area Facilities:		
	•			

UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

		V	a		U	a	t		0	r
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(b)(3) (b)(4)

Cost Evaluation Summary

ELEMENT	PROPOSED MPC
Labor Hours*	
Prime Labor Costs (D/L, Fringe, OH, Facilities)	
Subcontractor and IC Labor Costs	
ODCs + Travel	
M&S (Subcontractor Handling)	
G&A	
Total Cost	
Incentive Fee (0001 & 0002)	
Total CPIF	
FFP (0003)	
Total	
Labor Hours by CLIN: 0001 =	, 0002 0003 =

(b)(3) (b)(4)

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

> (b)(4) (b)(5) (b)(3)

Cost Evaluation Results

95



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Evaluation

(b)(3) (b)(4)

> (b)(4) (b)(5)

MPC Development

•	Based on the BOE analysis:





UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

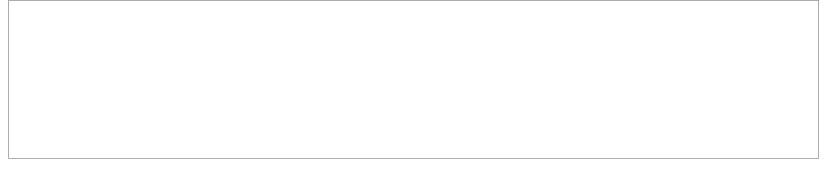
Evaluation

(b)(3) (b)(4)

Contract Definitization Panel Report Summary

 The Offeror submitted the requested information in the Proposal Preparation Instructions with the exception of the following outlined in the Discussion Issues:

(b)(4) (b)(3)







ViaSat Proposal Summary

EVA	LUATION CRITERIA	ViaSat
Tech	nnical /Management	
Item		
1.0	Design Approach	
2.0	Reliability, Availability,	
2.0	and Maintainability	
3.0	Capabilities and	
3.0	Experience	
4.0	Program Management	
Past	Performance Item	
Secu	urity Item	
Con	tract Definitization	
Prop	oosed Cost	
Mos	t Probable Cost	

(b)(3) (b)(4) (b)(5)



ViaSat Evaluation

Technical Evaluation Results

Factor 1:	Design Approach (SOW 3. Rating:	3 - 3.10)	
overall complete	uates the suitability of Offeror's approach eness of the proposed work plan as well a d 100G EE Functional Specification (1000	as the Offeror's dem	•

99

the

(b)(5) (b)(3)

(b)(3)

(b)(4) (b)(5)



ViaSat Evaluation

Technical Evaluation Results

Factor 1: Design Approach (SOW 3.3 - 3.10)

Rating:

Standard 1 : Unit Architecture	Standard 2 : High-Speed Design	Standard 3 : Development Approach	Standard 4: Future Upgrades/ Enhancements	Standard 5: Development Schedule	Standard 6: Intellectual Property

(b)(5) (b)(3)



ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard

The standard is met when the Offeror's proposal presents a data, management and control plane architecture and implementation approach that meets the 100G EE functional and environmental requirements as defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.

> (b)(3)(b)(4)

(b)(5)

UNCLASSIFIED SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104



ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Unit Architecture Standard (cont.)

(b)(3) (b)(5)

(b)(4)

UNULASSIFIED

SOURCE SELECTION INFORMATION - SEE FAR 2.101 AND 3.104

)2



ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Development Approach Standard

The standard is met when the Offeror's proposal presents an approach to meet requirements in the SOW Sections 3 & 4 for the development, integration, test and verification of the 100G EE architecture as decomposed between Register Transfer Level and software components utilizing appropriate industry best practices.

> (b)(3)(b)(5)

(b)(4)





ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Future Upgrades/Enhancements Standard

The standard is met when the Offeror's proposal presents a security architecture and implementation approach that supports full ESS Version 1.0 functionality as defined in the 100G EE SPEC, with only firmware and software upgrades as required by the SOW, Section 3.

> (b)(3)(b)(5)

(b)(4)





UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

105

(b)(3)

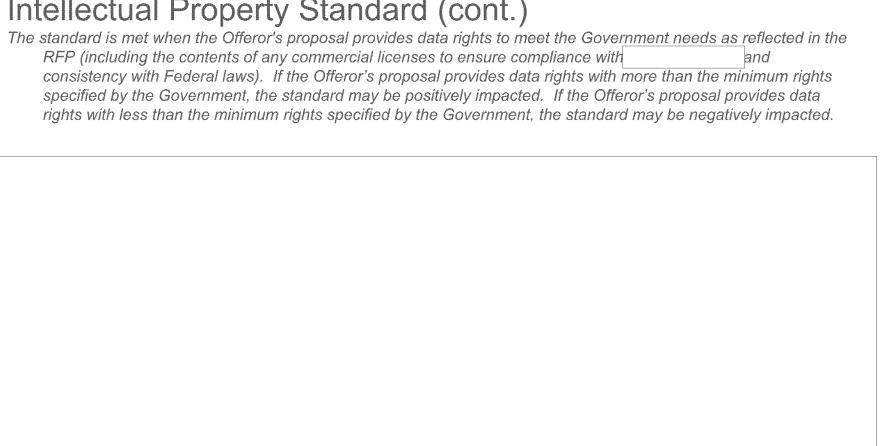
(b)(3) (b)(5) (b)(4)



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard (cont.)



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ru6

(b)(3)

(b)(3) (b)(5) (b)(4)



UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ViaSat Evaluation

Technical Evaluation Results – Factor 1, Design Approach, Intellectual Property Standard (cont.)

The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data				
rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.				

107

(b)(3)

(b)(3) (b)(5)



ViaSat Evaluation

Technical Evaluation Results

Factor 2: Reliabil	y, Availability, a	and Maintainability	(RAM)
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(SOW 3.3 - 3.10)

Rating:

(b)(5)

(b)(3)

This factor evaluates the Offeror's process for ensuring the equipment developed will meet the Government's RAM requirements as articulated in the SOW and 100G EE SPEC.

(b)(5) (b)(4)





ViaSat Evaluation

Technical Evaluation Results

Factor 2: Reliability, Availability, and Maintainability (RAM)

(SOW 3.3 - 3.10)

Rating

Standard 1 : Reliability and Availability	Standard 2 : Maintainability

(b)(3) (b)(5)

109



ViaSat Evaluation

Technical Evaluation Results

Factor 3:	Capabilities and Experience	
	/COM/24 22\	

(50003.1 - 3.3)

Rating:

(b)(3) (b)(5)

This factor evaluates the Offeror's capability to perform the development, test, and fabrication tasks of high-speed cryptography as outlined in the SOW. It considers the Offeror's corporate capabilities and experience.

(b)(5) (b)(4)

(b)(3)





ViaSat Evaluation

Technical Evaluation Results

Factor 3: Capabilities and Experience

(SOW 3.1 - 3.3)

Rating:

(b)(3) (b)(5)

Standard 1 : Corporate Capabilities	Standard 2: Corporate NSA Certification Experience

111



ViaSat Evaluation

Technical Evaluation Results – Factor 3, Capabilities and Experience

Corporate Capabilities Standard

The standard is met when the Offeror's proposal demonstrates proven processes and capabilities for developing high assurance security hardware/software that leverages existing libraries and internally developed or 3rd party intellectual property (IP), to meet the requirements of the SOW Sections 3 & 4.

UNCLASSIFIED SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104 (b)(3) (b)(5) (b)(4)



ViaSat Evaluation

Technical Evaluation Results

Factor •	4:	Program	Management

(SOW 3.1 - 3.2)

Rating:

(b)(3) (b)(5)

This factor evaluates the Offeror's program management approach for ensuring that tasks required for key milestones and the critical path are successfully accomplished within the proposed schedule and budget.

(b)(5) (b)(3)

(b)(4)





ViaSat Evaluation

Technical Evaluation Results

Factor 4: Program Management

(SOW 3.1 - 3.2)

Rating:

Standard 1 : Project Management	Standard 2 : Risk Management

(b)(3)

(b)(5)



ViaSat Evaluation

Technical Evaluation Results – Factor 4, Program Management

Project Management Standard

The standard is met when the Offeror's proposal presents a management approach for ensuring effective project task management, integration, and control of resources to meet the requirements of the SOW Section 3.

(b)(3)

(b)(5)

(b)(4)



ViaSat Evaluation

Technical Evaluation Results – Factor 4, Program Management

Risk Management Standard

The standard is met when the Offeror's proposal presents a management approach for ensuring effective project task management, integration, and control of resources to meet the requirements of the SOW Section 3.

> (b)(3)(b)(5)

(b)(4)





ViaSat Evaluation

Past Performance Evaluation Results

(b)(3) (b)(5)

(b)(4)

(b)(6)





ViaSat Evaluation

Past Performance Evaluation Results

(b)(3)

(b)(5)

(b)(4)

(b)(6)





ViaSat Evaluation

Past Performance Evaluation Results

Overall Rating The Offeror's past performance information gives the Gov't to successfully manage an effort of similar size, scope, and	in their ability complexity.

(b)(3) (b)(5)

(b)(3)

(b)(5) (b)(4)



ViaSat Evaluation

Security Evaluation Results:

Based on the information contained in the proposal, a rating of is assigned	

120



ViaSat Evaluation

Cost Evaluation Summary

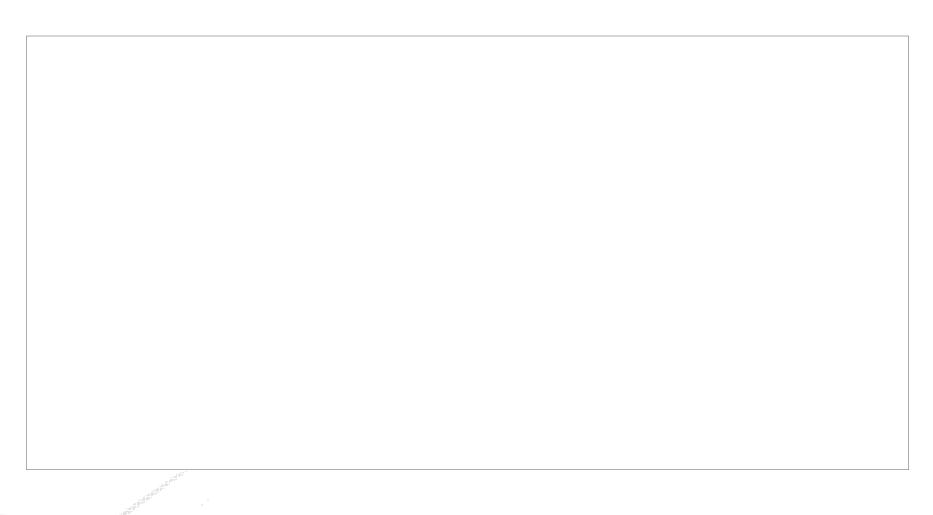
ELEMENT	PROPO	SED	MPC	;
Labor Hours*				
Prime Labor Costs (D/L, Fringe, OH, Facilities)				
Subcontractor and IC Labor Costs				
ODCs + Travel				
M&S (Subcontractor Handling)				
G&A				
Total Cost (0001 & 0002)				
Incentive Fee (0001 & 0002)				
Total CPIF				
FFP (0003)				
Total				
	0000	00	00 -	

* Labor Hours by CLIN: 0001 = 0002 = |0003 = | (b)(3)



ViaSat Evaluation

Cost Evaluation Results





UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ViaSat Evaluation

MPC Development





UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

ViaSat Evaluation

Contract Definitization Panel Report Summary





UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

Recommendation





Evaluation Summary

EVA	LUATION CRITERIA
	nical /Management
<u>Item</u>	
1.0	Design Approach
2.0	Reliability, Availability, and Maintainability
3.0	Capabilities and Experience
4.0	Program Management
Past	Performance Item
Secu	urity Item
Con	tract Definitization
Prop	osed Cost
Mos	t Probable Cost

(b)(3) (b)(4)

(b)(3) (b)(5) (b)(4)



SSA Concurrence

Based upon the recommendation of the SSET Chair and CO presented above and the detailed briefing received on 22 July 2014, and in accordance with FAR 15.306(c), I determine that discussions are necessary prior to award of a contract. Based on the above findings, and ViaSat - are determined to be

within the competitive range and I authorize the CO to enter into discussions.

DATE: 22 July 2014

SSA

(b)(3)

(b)(3)

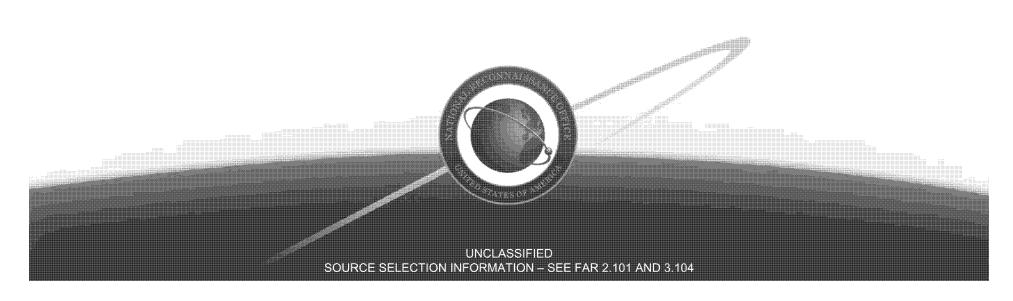
(b)(4)

UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

UNCLASSIFIED
SOURCE SELECTION INFORMATION – SEE FAR 2.101 AND 3.104

NATIONAL RECONNAISSANCE OFFICE

SUPRA ET ULTRA



Approved for Release: 2019/08/21 C05108268